

Message Text

UNCLASSIFIED

PAGE 01 BUCAR 03356 190240Z
ACTION COME-00

INFO OCT-01 EUR-12 ISO-00 EB-08 CCO-00 PASO-00 /021 W
-----026421 200304Z /61

R 180857Z MAY 78
FM AMEMBASSY BUCHAREST
TO SECSTATE WASHDC 9602

UNCLAS BUCHAREST 3356

E.O. 11652: N/A
TAGS: BTIO, RO
SUBJECT: SOUTHWIRE-ELECTRONUM NEGOTIATIONS

TO: T.N. CRAFT, JR.
SOUTHWIRE COMPANY
CARROLLTON, GEORGIA
TELEX: 542799

AS YOU PROBABLY KNOW BY NOW, ELECTRONUM HAS SIGNED TO DO THE CONTINUOUSLY CAST COPPER ROD MILL WITH ONE OF YOUR COMPETITORS. STOINA, WITH WHOM I FINALLY WAS ABLE TO MEET ON MAY 17, WAS NOT SAYING WHO GOT THE CONTRACT, ALTHOUGH HE DID NOT DISPUTE ME WHEN I SAID THEY HAD SIGNED WITH THE ITALIANS. STOINA SAID THAT SOUTHWIRE HAD BASICALLY LOST THIS CONTRACT BECAUSE IT WAS UNABLE TO ALIGN ITS PRICE WITH THAT OF THE COMPETITION. HE ALSO SAID YOUR COMPETITORS WERE OFFERING A MORE MODERN TECHNOLOGY WHICH GIVES THE END PRODUCT GREATER ELASTICITY. HE ADDED THAT ELECTRONUM ALSO HAD PROBLEMS WITH YOUR DELIVERY TERMS WHICH PRESUMABLY WERE LATER THAN WHAT ELECTRONUM DESIRED. SORRY THAT I WAS UNABLE TO HELP YOU GET THIS CONTRACT. REGARDS, EMIL CASTRO, COMMERCIAL ATTACHE.

AMERICAN EMBASSY
BUCHAREST ROMANIA
AGGREY
UNCLASSIFIED

UNCLASSIFIED

PAGE 02 BUCAR 03356 190240Z

NOTE BY OC/T: PASSED ABOVE ADDRESSEE.

UNCLASSIFIED

NNN

Message Attributes

Automatic Decaptioning: X
Capture Date: 01 jan 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
Copy: SINGLE
Draft Date: 18 may 1978
Decaption Date: 01 jan 1960
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01 jan 1960
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1978BUCHAR03356
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Expiration:
Film Number: D780212-0456
Format: TEL
From: BUCHAREST
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1978/newtext/t19780546/aaaabmwh.tel
Line Count: 57
Litigation Code IDs:
Litigation Codes:
Litigation History:
Locator: TEXT ON-LINE, ON MICROFILM
Message ID: c9d4309b-c288-dd11-92da-001cc4696bcc
Office: ACTION COME
Original Classification: UNCLASSIFIED
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators: n/a
Previous Classification: n/a
Previous Handling Restrictions: n/a
Reference: n/a
Retention: 0
Review Action: RELEASED, APPROVED
Review Content Flags:
Review Date: 29 mar 2005
Review Event:
Review Exemptions: n/a
Review Media Identifier:
Review Release Date: N/A
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
SAS ID: 2655581
Secure: OPEN
Status: NATIVE
Subject: SOUTHWIRE-ELECTRONUM NEGOTIATIONS TO: T.N. CRAFT, JR. SOUTHWIRE COMPANY
TAGS: BTIO, RO
To: STATE
Type: TE
vdkgvwkey: odb://SAS/SAS.dbo.SAS_Docs/c9d4309b-c288-dd11-92da-001cc4696bcc
Review Markings:
Sheryl P. Walter
Declassified/Released
US Department of State
EO Systematic Review
20 Mar 2014
Markings: Sheryl P. Walter Declassified/Released US Department of State EO Systematic Review 20 Mar 2014